



REGIONAL COALITION OF LANL COMMUNITIES

City of Española – Los Alamos County – Rio Arriba County – Santa Fe County
City of Santa Fe – Taos County – Town of Taos – Pueblo of Ohkay Owingeh

REGIONAL COALITION MEETING PACKET

County of Santa Fe Chambers

102 Grant Ave

Santa Fe, NM 87501

August 15, 2014

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REGIONAL COALITION MEETING AGENDA

County of Santa Fe Chambers

102 Grant Ave
Santa Fe, NM 87501
August 15, 2014

9:00	Info:	Welcome & Introductions	Mayor Lucero
	Action:	Confirmation of Quorum	Mayor Lucero
	Action:	Approval of Minutes: July 24, 2014	Mayor Lucero
	Info:	Financial Information	Darien Cabral
9:10	Info:	Reports from Congressional Delegations/ State	
9:20	Info:	Executive Director Report	Darien Cabral
		Meeting with Sec Moniz	
		ECA Meeting – Las Vegas	
		Economic Development Update	
		Coalition Business	
9:30	Action:	Sponsorship Fund (Discussion/Action)	Comm. Blankenhorn
9:45	Action:	Committee Structure (Discussion/Action)	Darien Cabral
		Presentation – WIPP situation	
10:00	Info:		Terry Wallace
10:25	Info:		Jeff Kendall
10:45	Info:	Meetings at a Glance	Darien Cabral
10:50	Info:	Redi-Plan – State of Region update	Kathy Keith
10:55	Info:	Public Comment	Mayor Lucero
11:00	Action:	Adjourn	Mayor Lucero

Presenters:

Terry Wallace – As Principal Associate Director for Global Security, Wallace leads Laboratory programs with a focus on applying scientific and engineering capabilities to address national and global security threats, in particular, nuclear threats. Wallace is also the Senior Intelligence Executive at LANL. Lab Director, Charlie McMillan, appointed Dr. Wallace as the principal investigator in charge of the WIPP accident.

Wallace served as Principal Associate Director for Science, Technology, and Engineering from 2006 to 2011 and as Associate Director of Strategic Research from 2005 to 2006. In those positions, Wallace integrated the expertise from all basic science programs and five expansive science and engineering organizations to support LANL's nuclear-weapons, threat-reduction, and national-security missions.

Wallace served for 20 years as a professor of geosciences and an associate in the applied mathematics program at the University of Arizona. Wallace holds PhD and M.S. degrees in geophysics from California Institute of Technology and B.S. degrees in geophysics and mathematics from New Mexico Institute of Mining and Technology.

Jeff Kendall – is General Counsel for the New Mexico Environment Department. He is a member of the State Bar of New Mexico and the American Bar Association. Kendall received his J.D. from the University of New Mexico School of Law, and his B.S. from the University of Oregon. Prior to joining the Environment Department he worked with the Holland & Hart Law firm in Santa Fe in areas of energy, natural resources, and commercial litigation. He has been a major liaison between the Department and DOE concerning the WIPP situation and can provide expert information on the status of the Consent Decree.

About the Regional Coalition of LANL Communities:

The Regional Coalition is comprised of eight cities and counties surrounding the Department of Energy's Los Alamos National Laboratory (LANL). Founded in 2011, the Regional Coalition works in partnership to ensure national decisions incorporate local needs and concerns. The organization's focus is environmental remediation, regional economic development and site employment, and adequate funding for LANL. The Board of Directors includes Chair, Mayor Alice Lucero, City of Española; Vice-Chair, Commissioner Danny Mayfield, Santa Fe County; Sect./Treas. Councilor Andrew Gonzales, Town of Taos; County Councilor Fran Berting, Los Alamos County Council; Commissioner Alfredo Montoya, Rio Arriba County; Commissioner Tom Blankenhorn, Taos County; and Ron Lovato, Director of Tsay Corporation, Pueblo of Ohkay Owingeh.



Regional Coalition of LANL Communities

Meeting at a Glance – September, October, November

MEETING DATE	POTENTIAL BUSINESS ITEMS	POTENTIAL BRIEFING ITEMS
Sep 19 Los Alamos	Update Economic Development Priorities <ul style="list-style-type: none"> • REDI Net - White Paper • SCMC Issue update • REDI Plan results • Workforce Projects 	<u>Economic Development – (possible guests):</u> <ul style="list-style-type: none"> • Kurt Steinhaus • David Pesiri • Kathy Keith • Marie Longseere
October 17 City of Santa Fe	<u>Environmental Campaign Prioritization</u> <ul style="list-style-type: none"> • Membership • Statement on Environment • Report - REDI Plan • Report – REDI-Net 	<u>Environmental Campaign</u> <ul style="list-style-type: none"> • <u>Environmental Campaign Presentation – LANL</u> • <u>Pete Maggiore</u>
November 21 County of Taos Chambers	<u>Proposed Coalition Business Meeting</u>	

Issues to watch:

WIPP
 Jobs at LANL
 TRU Waste 3706 Campaign
 Environmental Campaign Priorities
 Consent Order
 Subcontractor Issue
 Economic Development Priorities
 Manhattan Project Park
 DOE funding



REGIONAL COALITION OF LANL COMMUNITIES
City of Espanola – Los Alamos County – Rio Arriba County – Santa Fe County –
City of Santa Fe – Taos County – Town of Taos – Pueblo of Ohkay

Espanola City Council Chambers
Thursday, July 24, 2014

Attendance

Alice Lucero (Chair RCLC); Los Alamos County Councilor Steven Girrens, Taos City Councilor Andrew Gonzales; Los Alamos County Councilor Fran Berting; City of Santa Fe Councilor Joseph Maestas; David Trujillo; Robert Anaya; and Ron Lovato.

JLH Media team members Darien Cabral and Jennifer Padilla.

Welcome and Introductions

Mayor Lucero called the meeting to order at 9 am. Introduced Governor Magdalena and Greg Coffman from Jemez Pueblo, they will soon be joining the coalition once a joint powers agreement is finalized. The public in attendance introduced themselves. All the attending coalition members introduced themselves along with JLH Staff.

Confirmation of Quorum

Mayor Lucero confirmed a quorum.

Approval of Minutes: June 20, 2014

There was no discussion

Motion: To approve the minutes from June 20, 2014 Moved and Seconded

Vote: Motion passed (**summary:** Yes = unanimous).

Brian Bosshardt: Financial Information

Brian Bosshardt noted no changes from the previous month.

Reports from Congressional Delegations

Senator Udall's office indicated that they are trying to arrange for US Secretary of Energy Ernest Moniz to come out to New Mexico, with a focus on WIPP. More details will be shared on that in a press release.

1 Nicholas Maestas presented for Congressman Ben Ray Lujan's office, stating that the
2 Congressman has been on the floor calling for funding to help clean up Los Alamos.

3
4 **Darien Cabral: Executive Director Report, JLH Team**

5 Cabral thanked the Mayor, and indicated that the meeting regarding WIPP is now planned for
6 August. Many people are busy and involved in the current situation, so it has been difficult to
7 schedule it. The principal investigator for the WIPP accident, Terry Wallace, will be present at
8 that meeting. There will be no presentations at this meeting. That will allow the Coalition to
9 catch up on internal issues.

10
11 At a meeting in Taos, Governor Martinez indicated that economic development is of great
12 importance. She said that in order to achieve development goals in northern New Mexico the
13 region needs to come together. Cabral indicated that the Coalition is a huge part of that process.
14 The community relations office at LANL and the Coalition is supporting trying to secure funding
15 for a DOE workforce pilot project. The focus will be on workforce development and minority
16 populations.

17
18 He noted that Kathy Keith would present about the Coalition's involvement in their job related
19 Redi-Plan event. It is a great platform to gather information from the community. The
20 community commitment plan will be reviewed by the LANL Board of Governors in September. It
21 is vital for the region. The Coalition will support the community plan.

22
23 Cabral received an update on environmental priorities. Secretary Flynn indicated that LANL is
24 working on a lifeline cycle cleanup budget. There will be 19 cleanup campaign priorities, based
25 on budgets, risk, etc. The idea is to follow the 3076 campaign strategy model. That message will
26 then be taken to Washington.

27
28 The budget situation in Washington is cloudy with no idea of exactly how it will play out. An
29 opportunity to figure out more about the budget and related topics will be had at an upcoming
30 ECA meeting in Las Vegas with the Assistant Secretary of Energy.

31
32 The Coalition Director will develop a white paper according to Board direction and meetings
33 with various partners on the REDI-Net process were held. Hopefully it will coordinate
34 information about this project in one document. The single document will be valuable and will
35 serve as a planning document.

36
37 Concerning broad band internet access, standardization is an important part and open access is
38 necessary. The need to move between providers is important. Broadband must meet the FCC
39 guidelines for true broadband. The respective parties must define this issue.

40
41 Mayor Lucero indicated that a wireless agreement had been adopted by the City of Española.
42 They purchased broadband and there are several providers.

43
44 Cabral indicated open access is a hallmark of this project. Plans are always written for the
45 constituents. Agreement will be obtained in a very open and transparent way.

1 Strategic plan objectives are being met by holding one-on-one meetings with coalition
2 members. This is a good strategy, because there is not usually time to deal with issues in such
3 depth. By meeting individually major issues can be and addressed.

4
5 In this meeting we will be presenting a work plan, a budget, hear about the Coalition interface
6 with the subcontractor issue, and upcoming meeting items.

7
8 The Coalition Communication Team indicated that Energy Solutions stated there will be a
9 number of job losses due to WPP, and a press release was issued. The opportunity to notify the
10 media was reported to various news sources. The website is being updated. They are also
11 looking at ways to post more information. The future communications efforts will be working
12 with other partners to further the Ready Plan Event. Lisa Neal is no longer with JHL Media, she is
13 now at St. John's College.

14
15 Councilor Maestas wants to come up with recommendations to improve the community
16 commitment plan. He wants recommendations by the August meeting. Cabral indicated all
17 board members should be involved.

18
19 Councilor Andrew Gonzales indicated they are preparing their statement for the governor's
20 meeting. Coalition input would be welcomed and added to their plan if the Coalition so wished.
21 That could be one of the recommendations to piggyback on their statement.

22
23 Discussion continued about certain implications associated with policy statements and projects.
24 It was indicated that there needs to be more measures taken to test the effectiveness of certain
25 projects. Some of the recommendations will be presented in the near future. Moreover it was
26 voiced that this coalition could work better if staff would add their recommendations and
27 provide research and back-up to Coalition projects. When there is time in the agenda, it is
28 encouraged that staff speak specifically about recommendations.

29 30 **Board Elections:**

31 July nominations for election positions was opened. The position of chair of the coalition-
32 remained with Mayor Alice Lucero. Andrew Gonzales was conformed unanimously as Vice-
33 Chair. Commisioner Blankenhorn and Mayor Gonzales were both nominated as
34 Secretary/Treasurer. The vote resulted as Mayor Javier Gonzales as Secretary/Treasurer.

35 36 **Project Review:**

37 Review and approval of coalition items. There is a list of current projects and upcoming projects
38 on the website as well as descriptions of each, in terms of environmental projects. For economic
39 development, there is the Redi Plan, which has been approved. Jennifer Padilla spoke about
40 communication goals and discussed different ways to get information out to the general public,
41 making sure the website is updated and alerting people about upcoming meetings.

42
43 Vote from the Coalition on the work plan. It was mentioned that the staff explore greater
44 energy resources, the Santa Fe business incubator and others topics. Much of the funding for
45 the incubator has been cut over time. There may be potential for the Coalition and LANL to
46 increasingly support the Santa Fe incubator. It was mentioned that this is one of the most
47 effective incubator projects in the country.

1 **Motion:** To approve the Coalition work plan. Moved and Seconded

2
3 **Vote:** Motion passed (**summary:** Yes = unanimous).

4
5
6 **Budget:**

7 Next item is the budget. There are only a few items included in the budget. It was noted that
8 this was the quickest budget approval to date.

9
10 **Motion:** To approve the budget. Moved and Seconded

11
12 **Vote:** Motion passed (**summary:** Yes = unanimous).

13
14 **Report from RDC: Kathy Keith**

15 Kathy Keith spoke about the Redi-Plan event. This year the summit has been planned for August
16 21, 2014, many different sectors are invited to discuss the current state of local economic
17 development initiatives. There will be a smaller meeting September 18th for the four counties
18 involved to discuss technology, agriculture, media, outdoor activities and what jobs are
19 available. The hope is to increase funding from the State in some of these areas. A tentative
20 agenda has been discussed for these meetings as is what to expect and what to be prepared for.
21 The hope is to come up with jobs that can be created in each area as well as, specifics to how
22 many jobs they hope to create and what they would need to see that happen.

23
24 Councilor Maesats asked about the announcements. The save the date was sent out. It is
25 encouraged to invite community members.

26
27 **ECAMeeting:**

28 The Energy Communities Alliance Meeting in Las Vegas will starting on the 29th and end on the
29 1st of August. It should be an interesting meeting. The theme is nuclear energy. A lot has been
30 happening in this area, especially with small modular reactors (SMR's), which have fewer issues
31 than larger facilities. A lot of the technology has come out of LANL. The future for this may be
32 very important to Northern NM. Right now four Coalition representatives are planning on going.

33
34 **Subcontractor Issues/Strategy:**

35 Councilor Girrens talked about the conversation in Los Alamos regarding where the coalition
36 stands on the subcontractor issue. The acquisition Manager for LANL, Doug McCrary, spoke with
37 Councilor Girrens and wanted to set up a meeting with Darien. Questions needed to be
38 developed so we can keep track of what needs to happen. There are two different sets of
39 requirements. The enterprise tool needs to be utilized, but at the same time he is committed to
40 regional contractor goals. The market share has increased for regional contractors. Although the
41 overall funding has decreased, the increase back in 2009 was a 10-20% bump due to ARRA
42 funding. The past few years have seen a receding budget.

43
44 The reality is that the cleanup in LANL was the focus, but without being able to haul away waste,
45 that priority is temporarily on hold. The major cleanup contractors are having issues. The 3706
46 cannot be finished until shipping of waste begins again.

1 The computer contracts are approved, so they're in a position to grow the sales. LANL and
2 Sandia may be purchasers from various contractors. The helping of local contractors may be
3 there for computer related contractors. The 5% cost preference is still in effect for Northern
4 New Mexico contractors. The playing ground is starting to be leveled for local contractors.

5
6 Commitment to the region is still being talked about on a regular basis. There is more activity at
7 Sandia Labs to develop more enterprise as well as regional contractor procurement, to bolster
8 what is available to meet the requirements. Councilor Girrens has heard positive things,
9 although there needs to be more specific questions and records of the answers. We are on a
10 partnership path with LANL, not an adversarial path.

11
12 Darien Cabral agreed with Steve. The meeting was productive, although not all questions were
13 answered. LANL is very interested in supporting local contractors if possible. The most
14 concerning issue is that over 50% of the total budget for DOE comes from Sandia and LANL. We
15 need to understand that Mr. McCreary does what the NNSA tells him. Local contractors, LANS,
16 and the Coalition need to further their efforts to lobby different groups and people at various
17 levels to promote and retain local procurement contracts. The takeaway from the meeting was
18 to be diligent about pursuing these various issues.

19
20 Councilor Maestas was astounded that this is occurring. He wants legal counsel to make sure
21 they are going about this in a legal manner. The Fair Act, the annual inventory of each agency's
22 expenditures and the laws related to having businesses do these jobs at a local level need to be
23 reviewed. The compliance with Federal Law/Policy is a must and they should further explore
24 those laws.

25
26 Liddy Martinez spoke about how this issue has been going on for 2.5 years. This is a complex
27 issue. She appreciates what Doug McCrary is doing, trying to follow two different directives. This
28 is not an easy task, although there must be some rationale behind why this is not a good policy.
29 The enterprise system was developed under the guise of cost savings. SCMC has indicated there
30 are cost savings, although Liddy Martinez does not believe those numbers. Competing under
31 different standards makes it very hard for the local vendors to compete. National are possibly
32 being utilized even though they have higher costs.

33
34 Cabral indicated that some of the questions could be addressed by creating staff committee
35 groups to figure out and get more information on this issue. With the Board's permission they
36 would like to address this at the next meeting. Hopefully there are ways to make local
37 contractors more competitive. There are a lot of ways to attack this, but one of those ways is to
38 continue to work with the Congressional Delegation. This is a major task and something that will
39 be on-going. There has only been one local casualty so far, the writing is on the wall. Local
40 procurement contracts will start to disappear if enterprise (SCMC) policy is continued without
41 change.

42
43 LANS is a commercial entity, so they are not required to follow all the Federal rules and clauses
44 in the contract. It is much different for a Federal technical assistance contract. The LANL
45 oversight committee was very observant about expressing concerns about this issue.

46
47 Meeting at a glance:

1 Mayor Lucero indicated that the next meeting will be at Santa Fe County Chambers. The
2 proposed business items are presented on an agenda. The governance item/coalition
3 committee should be added to the August meeting. Darien Cabral spoke about the
4 environmental campaign in September. That may or may not happen, but LANL may not be
5 ready to present. The meetings are still in flux.

6
7 **Public Comment**

8 Kathy Keith wanted to remind LANS that they commit portions of their profit to the local
9 community. The private sector match is crucial. The economic development area is of great
10 importance and last year \$900k was given. The areas of supporting new startup businesses and
11 supporting existing businesses were helped with these funds. The adding of jobs is crucial. The
12 education piece gives money to the local colleges. This is how the money filters down. The
13 Coalition will coordinate a campaign to support the Community Commitment Plan.

14
15 A member of the public spoke about the Pueblo environmental issues at a July 30th meeting. The
16 chromium plume will be a major talking point. WIPP recovery will also be addressed. The
17 election of officer will also happen. This meeting will take place at La Fonda.

18
19 Liddy Martinez clarified that it is hard to work on controversial issues. The LANS subcontractor
20 Consortium has a very good relationship with LANL. The policy change that occurs must move
21 forward so that LANS is not put in a compromising position.

22
23 Meeting adjourned at 11 am

24
25 _____
26 Darien Cabral, Director

27 **ATTEST:**

28
29
30 _____
31 Mayor Alice Lucero, Chair

PLANS

LOS ALAMOS NATIONAL SECURITY, LLC

2014 COMMUNITY COMMITMENT PLAN

Introduction

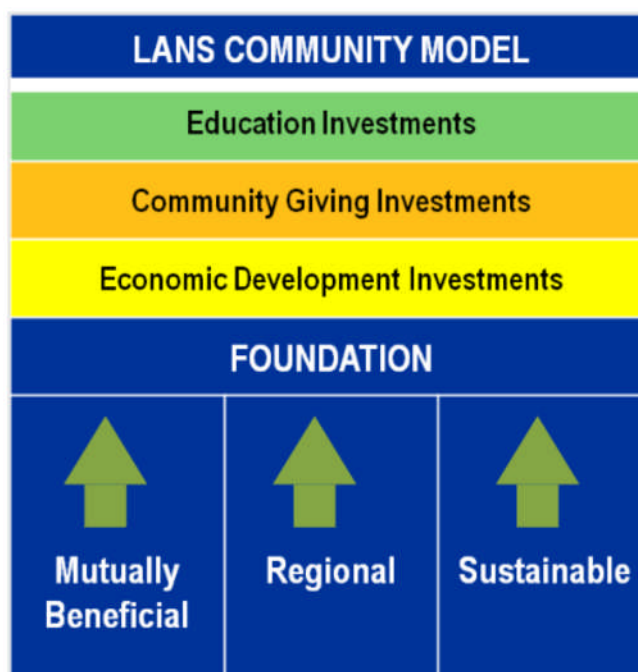
LANS has sustained its *Community Commitment Plan* investments beyond the requirements of its management and operating contract with the National Nuclear Security Administration. By doing so, LANS has affirmed its ongoing commitment to helping establish Northern New Mexico as a place that is growing regional wealth and attracting scientific talent.

Since 2006, the LANS *Community Commitment Plan* has:

- Strengthened the workforce pipeline by inspiring enthusiasm for science, technology, engineering, and math (STEM) education and attracting the best and brightest talent.
- Helped establish the Lab as an employer and collaborator of choice among students and researchers from academia and other labs.
- Developed more allies and ambassadors for the Laboratory and generated more active support among our stakeholders.
- Fulfilled the Department of Energy Acquisition Requirements

The community investment model identified in 2006 to strengthen LANL's outreach efforts and ensure our programs are mutually beneficial and sustainable has proven to be well-founded. However, it has

become more important than ever to manage LANS investments in a manner that assures the Laboratory's and its neighbors' challenges will continue to be addressed as effectively as possible.



2006-2013: Progress to date

Significant accomplishments have been made during the past seven years in workforce development and education initiatives, economic development, and community giving. The first students graduating from regional college programs supported by LANS are entering the workforce, and some have even started their own businesses. A total of 800 Northern New Mexico students received scholarships through the Los Alamos Employees' Scholarship Fund program. More than 470 New Mexico companies received economic development assistance that created or retained 481 jobs, added \$14.5 million in additional salaries, generated more than \$21.6 million in revenue and attracted \$35.9 million in leveraged funding. Charitable giving by LANS employees has grown by more than 360% since 2006, and matching funding from LANS has driven a succession of record-breaking giving campaigns that reached the \$3.1 million mark in 2013.

LANL Community Commitment Plan is an integral part of achieving the LANL Institutional Goal - *Effective Communication and Community Programs*

Effective Communication and Community Programs - Demonstrate our value as a national laboratory, as an employer, and as a good corporate citizen by communicating effectively with our employees, customers, community, and stakeholders while successfully executing our community commitments.

Strategy:

Enhance LANL's reputation as a good corporate citizen through effective execution of our Community Commitment Plan.

Objectives:

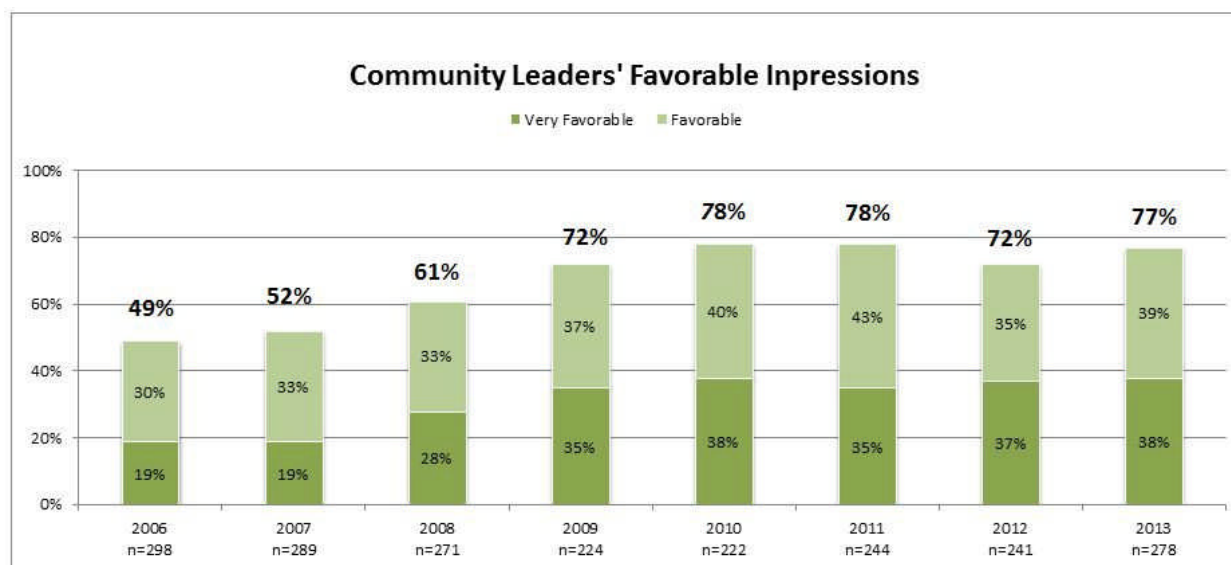
- a. *Tailor economic development initiatives to develop new businesses, strengthen existing companies, and contribute to a diverse economy in Northern New Mexico*
- b. *Strategically integrate and coordinate STEM education initiatives to strengthen Laboratory and Northern New Mexico workforce development*
- c. *Expand employee engagement in local community giving and volunteer programs to benefit nonprofit organizations contributing to the quality of life in Northern New Mexico*

2013 and beyond . . . build upon results

Although the success of LANL community investments has been extraordinary, more can be done to take them to even higher levels by further integrating and refocusing our education, community giving, and economic development programs.

Our strategy starts by focusing our education programs to more quickly address technical workforce needs, incentivizing our employee-driven giving efforts to make Northern New Mexico a more desirable place in which to live and work, and implementing an economic development plan that not only drives new business development but also addresses the challenges faced by existing businesses. LANL corporate citizenship investments and achievements have helped address the Laboratory's workforce recruiting challenges and served to enhance its reputation with regional citizens and leaders, elected officials, and the media.

The 2012 annual community leaders' survey gave LANL some of its highest overall favorability scores since the survey was first conducted in 1998, with the most dramatic gains taking place under LANS management as scores in 2006 rose from an all-time low of 49% to today's rating of 77%.



Education . . . strategically integrate and coordinate STEM education initiatives to strengthen Laboratory and Northern New Mexico workforce development

It is in the Laboratory's best interest to develop its technical workforce of the future in Northern New Mexico. However, education studies indicate that many regional students are poorly prepared for jobs in science, technology, engineering, and math (STEM) fields. This situation has negative implications not only for LANL's future workforce needs but for any business thinking of establishing itself in Northern New Mexico. We are rising to this challenge in concert with regional education leadership and expertise.

Plan

LANL coordinated a statewide STEM summit with education leaders, followed by an internal Lab STEM programs summit, to create a unified approach for partnering and leveraging efforts and to develop and implement a common system for collecting impact data.

More than 80% of LANL's FY13 research and development staff hires were previously students or postdocs. LANS investments are therefore particularly well positioned to bridge the gap between education and employment for regional students.

Strategy

Our STEM education strategy has three main objectives:

1. Develop, attract, and retain students in STEM disciplines by investing in effective, data-informed programs for middle- and high-school students, and engage, educate, and excite students about Los Alamos National Laboratory.

2. Strengthen the future workforce of Northern New Mexico and LANL through effective partnerships with regional secondary and higher education organizations, businesses, and industry.
3. Ensure alignment between LANL's and other Northern New Mexico employers' critical skills needs and LANS investments.

Costs

\$1 million annual commitment to STEM education for the Los Alamos Employees' Scholarship Program, pre-college math and science education, and technical workforce development programs at regional colleges and universities.

Metrics

We will track:

- Results based upon established goals for each program
- The number of
 - students and teachers participating in LANS-funded programs
 - students enrolling in college who participated in LANS-funded programs
 - degrees earned through LANS-funded programs
 - students hired at LANL and elsewhere through LANS-funded programs
- Evaluation data, surveys, and reports

Strategic Partners

We will continue to work with and expand our existing cadre of Northern New Mexico higher-education leaders, K-12 school superintendents, principals, and STEM teachers; STEM program coordinators; and business and industry partners.



LANS helped sponsor the 2013 Hydrogen Fuel Cell Car Challenge, which attracted more than 40 middle-school teams from throughout NewMexico. The students used their imaginations to create the fastest and most unique designs for model cars powered by a hydrogen fuel cell and electric motor provided by event organizers.

Community Giving . . . expand employee engagement in local community giving and volunteer programs to benefit nonprofit organizations contributing to the quality of life in Northern New Mexico

A strong, vibrant quality of life within our region is vital to recruiting and retaining top talent for the Laboratory and building the morale of its workforce. LANL remains committed to supporting employee contributions and involvement in our local communities and strengthening our culture of giving. Our objective is to improve the quality of life where we and our neighbors work and live.

Plan

The LANS \$1 million match for our annual Employee Giving Campaign and additional financial investments in LANL volunteer programs have driven employee donations and volunteer hours to all-time highs.

Creating a culture of giving begins with understanding what drives employees to contribute their time, talent, and money to their communities. We will strengthen our Community Giving investments by aligning them with employee interests to increase participation and by implementing cost-effective programs with our United Way partners.

The Community Giving tools that will be used to implement this plan include:

Employee Giving Campaigns – In collaboration with local United Way organizations, we will create ways to get more employees involved in regional charitable organizations. This begins with building employee awareness of the needs and opportunities in their local communities, demonstrating accountability and transparency of the organizations' operations, recognizing employees' contributions, and minimizing administrative costs associated with giving through the United Way organizations. This will help build trust with employees and streamline efforts for greater regional partnership alignment.

Volunteer Initiatives – We will enhance and further promote the success of our employee and retiree volunteers with recruitment, retention, and recognition events. LANS financial contributions to the nonprofit organizations our employees and retirees support have dramatically increased the number of volunteers that participate, the number of hours they report, and the number of nonprofit organizations they serve.

Annual Employee Giving Drives – Our employees choose to give back to their communities in many different ways, and we will continue to support other, year-round charitable programs that help address the diverse needs of our Northern New Mexico neighbors. Those activities include LANL Laces (shoes for schoolchildren), a School Supply Drive (backpacks filled with supplies for elementary and middle school students), our annual Holiday Food Drive, the Community Gift Drive (holiday gifts for children and seniors), and Wreaths Across America (a program to purchase and place wreaths at gravesites in remembrance of America's veterans).

Costs

\$1.1 million annual investment for the Employee Giving Campaign, and to further incentivize our employee/retiree volunteer program.

Metrics

We will track:

- Employee participation and financial contributions
- The number of employees and hours volunteered through our regional nonprofit organizations
- Employee giving trends

Strategic Partners

United Way of Northern New Mexico and United Way of Santa Fe County will continue to be our key partners for the annual employee giving campaign, and we are expanding the list of volunteer opportunities, schools, social welfare, and quality-of-life organizations with whom we partner to implement our other community giving initiatives.



"It gives you a warmth inside when you can help someone. It's just good for my heart, and I really do want to give to my community, and I do want life in my community to be better for the people and the animals."

P.J. Timmerman

LANL Volunteer at the Espanola Valley Humane Society

Economic Development . . . *implement economic development initiatives to develop new businesses, strengthen existing companies, and contribute to a diverse economy in Northern New Mexico*

Our plan builds on the financial investments LANS has already made in Northern New Mexico, continued collaboration with key public and private partners and LANL leadership to drive economic development by cultivating entrepreneurship to create new businesses and strengthen existing businesses.

Our strategy is to grow entrepreneurs capable of creating jobs and wealth in Northern New Mexico by targeting high-growth potential companies to boost small business revenue and strengthen the regional economy. To achieve this, we will take entrepreneurs from concept to commercialization by identifying innovative entrepreneurial talent, providing them with mentoring and technical assistance to learn to produce market-ready products and services, and by attracting and leveraging public and private sector capital investments to launch high-growth companies. However, many Northern New Mexico businesses are struggling to compete in today's economic environment, so we will help address their needs by implementing programs such as Los Alamos Connect that stimulate business growth and create jobs, by investing in the Consortium of Major LANL Subcontractors Economic Development Grant Pool, and by sustaining the successful New Mexico Small Business Assistance (NMSBA) program.

The Northern New Mexico Connect economic development tools that will be used to implement this plan include:

- *LANS Venture Acceleration Fund (VAF)* – This program will be enhanced to provide timely, year-round resources to support entrepreneurial development in Northern New Mexico and will include a “payback trigger” for companies that succeed as a result of VAF assistance.
- *Native American Venture Acceleration Fund* – This program will provide financial assistance to tribally owned companies for critical technical services that will lead to increased revenue and employment. Awards are intended to provide services to tribal business entities that will allow them to diversify revenue, create new jobs, and put business systems in place that lead to growth.
- *Entrepreneurial Networking* – A program conducted in partnership with regional economic development experts that connect businesses to community resources in Los Alamos, Rio Arriba, Mora, San Miguel, Santa Fe, and Taos Counties.
- *Mentoring and Business Assistance* – Improving alignment and further leveraging the support of our existing community partners will increase the effectiveness of our business coaching, research, and networking services.
- *Economic Development Grant Pool* – This resource is managed by the LANL Consortium of Major Subcontractors and has enabled the organization to make high-impact investments that have led to significant improvements in local job retention and creation, business expansion in fields such as web store development, and new business start-ups.
- *New Mexico Small Business Assistance Program* – This successful state-funded partnership with Sandia National Laboratories will continue to bring the technology and expertise of the national laboratories to New Mexico small businesses to promote economic development, particularly in rural areas.

Costs

\$1 million annual investment for the Venture Acceleration Fund, Major Subcontractors Grant Pool Challenge and to support business mentoring and technical assistance through the Los Alamos Connect program. This funding will help in implementing the plans outlined above and elevate the positive trajectory of our economic development programs.

Metrics

Our efforts to grow the local economy and build an entrepreneurial infrastructure in Northern New Mexico will be measured through:

- Jobs created and retained
- Salaries generated
- Revenue growth of client companies
- Funding leveraged beyond LANS investments

Our business advisory services and the New Mexico Small Business Assistance Program impacts will be gauged by an annual survey of our clients. The economic outcomes of our direct financial investments will be measured each year over the lifetime of the partnerships.

Strategic Partners

- We will continue to work with the Regional Development Corporation, Consortium of Major LANL Subcontractors, LANL Small Business Programs Office, local chambers of commerce, regional business incubators, and community development organizations to ensure LANS economic development investments meet the needs of our regional stakeholders.
- We will maintain our partnerships with Sandia National Laboratories, New Mexico Manufacturing Extension Partnership, and New Mexico research universities to maximize the New Mexico Small Business Assistance Program's impact on the State's business community.
- We will expand our network of "business drivers" to include additional private sector investors and expert marketplace advisors and help further develop high-growth companies by securing additional financial investments in their technology commercialization efforts.

"The VAF Award provided a very important stepping stone to the company, landing a \$500,000 grant shortly thereafter. It made the difference in whether we survived or not."

**Jennifer Lightwood and Scott Laidlaw,
Co-founders of Imagine Education of
Taos**



Summary

The LANS *Community Commitment Plan* has served the Laboratory and its neighbors well over the past seven years. It marked the beginning of an unprecedented and rewarding chapter in LANL and stakeholder relations. The opportunity has come to launch a new chapter that takes into account the challenges the Laboratory and its neighbors now face in today's social, political, and economic environments.

To further accelerate its success, we are applying the experience we've gained since 2006 to strengthen the connections between our education, community giving, and economic development programs and focus them in a manner that assures they are mutually beneficial and achieve deeper, longer-lasting results in the region.

- Our education investments will continue to spark and nurture an early interest in math and science for younger students, but they will also support programs designed to more quickly develop the technical workforce for the near-term needs of the Laboratory and other regional employers.
- Our employee-driven community giving programs will continue to evolve to ensure they help make Northern New Mexico a better place to work and live for everyone.
- Our economic development investments will continue to help develop new businesses, and they will be balanced to also address the needs of existing companies that are working hard to survive in today's economy.

Comments on CCP from Councilor Maestas

The following are my recommendations regarding the CCP that I hope will be considered, along with other member feedback, and formally conveyed, on behalf of the coalition, to the LANS Board of Governors prior to their September meeting:

1. The next, revised CCP should be re-established as a contract commitment.
2. The LANS team should establish routine communication and collaboration with the coalition regarding the CCP's implementation and update.
3. Under the education initiative, the CCP should broaden partnerships with and provide funding to higher education institutions that aid LANS in workforce development.
4. Under the community giving, the LANS match should stay in the region and NOT follow the employees' donation designations. The match can be appropriately split between the United Ways of Northern New Mexico and Santa Fe County and truly help local non-profits. Also, the Employee Giving Campaign must be significantly expanded by making such giving inherent to the corporate culture at the laboratory. With an employee participation rate of 11% at LANL, WITH a match, pales in comparison to an employee giving rate of 70% at Sandia Labs that DOES NOT have a match.
5. The investment levels in economic development must be increased above \$1M. Our economic recovery is slow and needs diversity. The economic development tools in the CCP should include strategic partnerships and funding agreements with business incubator and parks. An appropriate annual investment for this should be, at a minimum, \$500k. Other economic tools that should be incorporated are business accelerator programs and xprize competitions administered through the business incubators and parks.

I want to reinforce my recommendation to create a staff advisory committee to assist the coalition manager, study complex technical issues, and prepare policy for coalition action. Each coalition member should be allowed to designate a primary and alternate staff member to participate in this advisory committee. Policy making bodies have used this governance model very effectively and I feel this is urgently needed to help accelerate coalition business and help to utilize the meeting time among coalition members more wisely.

I suggest Darien draft a letter to Sec. Moniz on the coalition's behalf expressing our position on the situation at WIPP. This will have to be done before next week's meeting as the Secretary's visit is August 12th.

LETTERS

August 5, 2014

Charles F. McMillan
Director
Los Alamos National Laboratory
P.O. Box 1663
Los Alamos, NM 87545

Dear Director McMillan,

We understand that the LANS, LLC Board of Governors will soon be considering future investments in the LANL Community Commitment Plan. The impact that the LANS investment in education, community giving and economic development creates in Northern New Mexico is immeasurable. We urge the board to continue its commitment to Northern New Mexico through this targeted giving.

Economic development and education remain a priority in Northern New Mexico and the LANS investment has been the cornerstone of new company development and talent throughout the region. Building high-growth companies and developing a broader high quality workforce provides the laboratory with a larger pool of qualified employees and subcontractors, and makes local communities less reliant on the lab in times of federal budget downturns. In addition, the LANS investments improved quality of life by contributing to hundreds of community organizations and thousands of individuals in need.

Sincerely,

OTHER INFORMATION



PEER EXCHANGE ON NEXT STEPS FOR NUCLEAR ENERGY

Las Vegas, NV

July 30 – August 1, 2014

Wednesday, July 30, 2014

7:15 am – 4:15 pm **Tour of National Nuclear Security Site (NNSS)**
Transportation will be provided by NNSS Buses

Thursday, July 31, 2014

8:00 – 8:30 am **Breakfast and Registration**

8:30 – 9:00 am **Welcome**
Council Member, Chuck Smith, Aiken County, SC, Vice Chair, ECA
Seth Kirshenberg, Executive Director, ECA
Kara Colton, Director of Nuclear Energy Programs, ECA

9:00 – 9:30 am **Aligning Nuclear Priorities at the Federal and Local Level**
Dr. Pete Lyons, Assistant Secretary for Nuclear Energy, U.S. DOE

9:30 – 10:45 am **Panel Discussion: What is the Future of Nuclear Energy in the US?**
Dr. Pete Lyons, Assistant Secretary for Nuclear Energy, U.S. DOE
Dr. Ron Faibish, Argonne National Lab, Fellow with the US Senate
Committee on Energy and Natural Resources
Paul Genoa, Nuclear Energy Institute

This panel discussion will consider the outlook for nuclear power generation in the near -term as well as part of a future “all of the above” energy strategy for the US. Panelists will also address the long-term costs and impacts of nuclear reactor shutdowns.

10:45 – 11:00 am **Break**

11:00 – 12:00 pm **Small Modular Reactors: How Will They Move Forward?**
Mike McGough, NuScale Power

During this session, participants will highlight SMRs and SMR development today, whether SMRs have multiple applications that can

benefit local communities, and opportunities for energy communities interested in supporting SMR deployment. In addition, local governments will address how their visions for participation in SMR development have progressed over the past two years.

12:00 – 1:30 pm Lunch: Next Steps for Nuclear Energy

1:30 – 2:30 pm Building It Up: Developing New Nuclear Technologies
Bill Boyle, Office of Nuclear Energy, US DOE

This session will consider advanced reactor, fuel cycle and nuclear waste management technologies being researched and developed by the Office of Nuclear Energy.

2:30 – 2:45 Break

2:45 – 3:45 pm Roundtable: View from the Sites

During this roundtable session, each community will provide an update on waste management and nuclear priorities at its site. This session will help outline the challenges faced by communities that remain interested in hosting new nuclear energy and waste facilities; and will also focus on how to create momentum around key issues.

3:45 – 4:00 pm Wrap Up and Setting the Stage for Day Two
Allison Doman, Deputy Executive Director, ECA

Friday, August 1, 2014

8:00 – 8:30 am Breakfast

8:30 – 9:30 am Roundtable: How Can Public/Private Partnerships Build Momentum for a Nuclear Future
Mayor Rebecca Casper, City of Idaho Falls, ID
Dorothy Davidson, AREVA

As the debates regarding nuclear energy and waste continue, local governments and private sector project managers face common challenges. During this panel discussion, local government officials and private sector representatives will consider how they can work together to provide waste management alternatives, to spur the consent-based siting process forward, to maintain the nuclear workforce and support a nuclear future.

9:45 – 10:45 am Developing Effective Outreach and Education Programs on Nuclear Energy

Rick McLeod, SRSCRO

Liz Ramsay, Office of Nuclear Energy, US DOE

Kristen Ellis, Office of Environmental Management, US DOE

A key role of local governments is to help ensure their communities understand the benefits and challenges associated with nuclear energy and nuclear facilities in order to build support for the future. This facilitated discussion will help identify the types of outreach that are most effective, the issues that should be prioritized in education campaigns, and opportunities to share information at the local, state and federal level.

10:45 – 11:00 am Wrap Up and Developing Action Items

Each community will choose a representative to identify their priorities for moving forward and help develop a list of action items/next steps for ECA and local governments on nuclear energy issues.

KATHLEEN LANGLOIS

Relocating to Sante Fe - Current Address:
1746 Commonwealth Ave. #10
Boston, MA 02135
413.374.7655 | Langlois.Kathleen@Gmail.com

INDUSTRY SKILLS

- TV, radio, and live streaming productions
- Sponsorship tie-ins and content integration
- Event management and experiential marketing
- Digital, print, OOH, and FSI development
- Lead generation
- PowerPoint, Excel, Word, and other MS Office tools
- Social media platforms and third-party applications

MANAGEMENT EXPERIENCE

- Supervise and guide junior level account executives and college interns
- Facilitate collaboration between external client vendors and sub-contractors to ensure successful delivery of communications for both print and Web

ACHIEVEMENTS

- 2014 Bronze PRO Award for Best Sponsorship or Tie-In Campaign for the "Chopped Challenge"
- 2013 Gold PRO Award for Best Sponsorship or Tie-In Campaign for "The Great Food Truck Race"
- Published on Food Network's *FN Dish* blog, 2012
- Articles printed between 2009 and 2011 in domestic and international publications on post-production topics including the UK-based *TV-BAY* and *POST* magazines
- Graduated *magna cum laude* (top 10%) from Emerson College, 2009

EDUCATION

Emerson College | Boston, MA

May 2009

B.S. Marketing Communications

Minor: Hearing and Deafness (ASL)

Cumulative GPA: 3.8/4.0

EXPERIENCE

Match Drive | Account Executive

Boston, MA | November 2011 – Present

The International Culinary Schools at The Art Institutes

- Primary client contact and project manager for brand building and lead-generating marketing initiatives
- Execute television and online media buys totaling over \$10M to-date with highly-rated Food Network and Cooking Channel programming including *Chopped* and *The Great Food Truck Race*
- Plan logistics and execute experiential events spanning mobile tours and local market activations
- Provide on-site support for live, streaming webcasts with Food Network talent
- Develop and manage budgets exceeding \$1.5M including cost negotiations associated with media buys and experiential events
- Handle client invoicing and tracking for annual billings of \$3M+

Mass Save

- Drafted and executed social media plan and accompanying timeline for Mass Save Facebook Fan Page
- Managed online sweeps and promotions using third-party Facebook Apps including WooBox and OfferPop
- Raised Facebook Fan Page "likes" by 45K between January 2013 and January 2014 (over 1000% increase)

Zazil Media Group | Marketing Communications Specialist

Boston, MA | May 2008 – November 2011

Public Relations and Marketing

- Drafted, edited, and distributed weekly press releases
- Executed media outreach for editorial placement
- Worked directly with founders and C-level executives to develop media relations strategies
- Interviewed industry figureheads and Oscar-winning editors including Tariq Anwar of *The King's Speech*
- Wrote case studies, editorials, and Q&As for both client literature and national publications

Event Management

- Coordinated logistics for multiple clients for the National Association of Broadcasters (NAB) convention in Las Vegas and the International Broadcasting Convention (IBC) in Amsterdam
- Oversaw stand designs and supervised all aspects of stand build-up and break-down
- Arranged client events and customer meetings by researching and booking venues while managing budgets exceeding \$100K
- Organized, secured, and conducted on-site client press conferences

Racepoint Group | Public Relations Intern

Waltham, MA | May 2007 – August 2007

- Worked with traditional print publications to heighten awareness of emerging health and science brands
- Conducted market research for emerging health and science brands, including NeuroLogica, a subsidiary of Samsung Electronics America, Inc.
- Monitored traditional print media placement

INTERESTS & ACTIVITIES

- 7+ year volunteer mentor at the Big Sister Association of Greater Boston
- Hiking, running, and yoga
- Blogging, music, and social media

**Regional Coalition of LANL Communities Statement
About the Supply Chain Management Center
of the National Nuclear Security Administration
July 1, 2014**

- Los Alamos National Laboratories contracts approximately 35 major local subcontractors, each for contracts worth \$5 million or more. Together the subcontractors form the **LANL Major Subcontractors' Consortium**.
- LANL is the only DOE facility in the country with an organized Subcontractor group. Collectively this group represents thousands of jobs, hundreds of millions of dollars of revenue to our region, and substantial economic development.
- In 2006, the National Nuclear Security Administration set up a Supply Chain Management Center (SCMC) in Kansas City to centralize purchasing and ostensibly save procurement dollars for all DOE installations nationwide.
- The NNSA has directed LANL and other NNSA facilities to utilize the SCMC for commodity purchases under unequal and non-competitive terms, thereby bypassing the normal competitive LANL RFP process and driving LANL purchases away from regional contractors to out-of-state firms. The NNSA has plans to expand the utilization of the SCMC, which will direct even more funds away from the northern New Mexico subcontractors.
- LANL's Major Subcontractors are required to invest in a community development plan that supports community education and economic development in northern New Mexico. Most contractors are also mandated to maintain local facilities.
- Over the past four years the Major Subcontractors' Consortium has directly contributed over \$13 million in money and services to northern New Mexico communities and nonprofit organizations.
- The out-of-state firms contracted through the SCMC do not employ northern New Mexico residents, nor do they pay NM gross receipts taxes, nor implement community development plans.
- The SCMC system institutes an un-level playing field by allowing out-of-state suppliers to circumvent the additional requirements placed on LANL contractors to include maintaining local facilities, participate and fund community development plans.

PARTIAL EXCERPTS FROM LANS CONTRACT RE SUPPORTING LOCAL ECONOMY

Section B, H p. 35

(a) The Contractor shall perform the activities described in the Contract's Section J Appendices entitled "Regional Initiatives", "Regional Purchasing Program" and "Technology Commercialization", which sets forth the NNSA's commitments to support the community. Costs (direct or indirect) incurred by the Contractor in performing these activities are allowable and reimbursable, to the extent authorized under the Contract.

Section B, H p. 36

(b) The Contract's Section J Appendix entitled "Contractor and Parent Organization Commitments, Agreements, and Understandings" sets forth the Contractor's Community Commitment plan that describes its planned activities as to how the Contractor will be a constructive partner to the communities in northern New Mexico, the eight northern pueblos, and to citizens of the State of New Mexico who should all benefit from the Contractor's management and operation of Los Alamos National Laboratory. All costs (direct or indirect) to be incurred by the Contractor and/or its Parent Organizations in providing the "Contractor and Parent Organization Commitments, Agreements, and Understandings" are expressly unallowable and non-reimbursable under this Contract.

Appendix B p. 15

The Contractor shall apply scientific and engineering capabilities to facilitate the development of new technologies for timely, cost-effective, and comprehensive solutions for local, regional, and global environmental problems. This includes waste management, environmental stewardship, and environmental resource problems. This also includes new approaches to treatment, disposal, storage, and reduced generation of waste and the safety, security, reliability and sustainability of environmental resources, technologies, engineered systems, and public policies to produce, deliver and use the resources where needed. The Contractor shall apply, with Contracting Officer approval, capabilities to waste management, environmental restoration, and facility stabilization problems at the Laboratory, within the NNSA Nuclear Weapons Complex and other locations.

Appendix E p. 1

This individual Small Business Subcontracting Plan describes the LANS' approach to involving small business (SB), veteran-owned small business (VOSB), service-disabled veteran-owned small business (SDVOSB), historically underutilized business zone (HUBZone) small business, small disadvantaged business (SDB), and women-owned small business (WOSB) concerns to the maximum extent practicable and to the extent consistent with the government's interest. Preference will be given to northern New Mexico small businesses pursuant to Appendix M, entitled "Regional Purchasing Program". The LANL Small Business Subcontracting Plan is

submitted in accordance with FAR19.708 (b), FAR 52.219-8 and 52.219 9.

Appendix E p. 1

A. Percentage and dollar Goals

Small business subcontracting goals are usually negotiated annually or on a two-year basis with DOE's Office of Small Disadvantaged Business Utilization (OSDBU) and NNSA. The goals are proposed by LANS and reviewed and approved by NNSA-LASO, and incorporated into the prime contract via approval memorandum as provided to LANS' Prime Contract Office by DOE/NNSA-LASO. Goals are negotiated for the following: SB, VOSB, SDVOSB, HUBZone SB, SDB and WOSB concerns.

Appendix E — Page 1

B. Method Used to Develop Subcontracting Goals

LANS uses the actual previous fiscal year's total procurement dollars that include all business categories to develop a baseline. Then, using the estimated budget for the succeeding fiscal year that is furnished from the LANS Budget Officer, LANS projects the estimated new fiscal year's procurement base. Next, LANS calculates the total anticipated awards to large business (those projects that small business cannot accomplish) and subtracts this amount from the total estimated procurement base. Next, after deleting the large business long-lead construction, facility and programmatic work, the amount available of estimated small business dollars is identified. Last, LANS looks at long term small business subcontracts and blanket ordering agreements (BOAs) and possible legislative changes to the various small business programs (i.e. WOSB, HUBZone SB, VOSB) and develops recommended percentages for each of the socioeconomic categories.

Appendix E — Page 2

C. Identifying Small Business Sources of Supply and Services — Market Research

LANS continually identifies and reviews potential sources of supplies and services, including, but not limited to, the following:

- Government Central Contractor Registration (CCR) Dynamic Small Business Search database (formerly PRO-Net)
- State and regional Small Business Administration (SBA) resources
- National Minority Purchasing Council Vendor Information Service
- Research and Information Division of the Minority Business Development Agency in the Department of Commerce
- Trade associations for SB, VOSB, SDVOSB, HUBZone SB, SDB, and WOSB concerns
- Dun & Bradstreet procurement planning directory
- Sponsorship of and/or participation in various local, regional, and national SB trade fairs and conferences
- Membership in and coordination and cooperation with SB organizations, economic development organizations, and commercial and government organizations at the local, state, and national levels

Appendix E — Page 2

LANS' small business program manager will ensure that the following activities are performed

efficiently and effectively:

- Maintaining source lists of potential SB, VOSB, SDVOSB, HUBZone SB, SDB, and WOSB subcontractors
- Developing and maintaining bidders lists of SB, VOSB, SDVOSB, HUBZone SB, SDB, and WOSB concerns from as many sources as possible
- Seeking other SB concerns when the number of prospective sources is not adequate, using mass media tools such as Internet bulletin boards
- Reviewing solicitations to identify and remove any statements, clauses, etc., which may restrict or prohibit participation of SB, VOSB, SDVOSB, HUBZone SB, SDB, and WOSB subcontractors
- Ensuring that proper documentation is provided by the bid proposal board if an SB, VOSB, SDVOSB, HUBZone SB, SDB, or WOSB subcontractor who provided a low bid is not selected
- Ensuring establishment and maintenance of records on solicitations and subcontract award activity
- Attending or arranging for attendance of company counselors at business opportunity workshops, minority business enterprise seminars, trade fairs, etc.
- Preparing and submitting required semi-annual and annual subcontracting reports
- Coordinating contractor's activities prior to and during Federal agency compliance reviews
- Mentoring SBs currently under subcontract, enhancing their ability to provide timely, cost-effective, quality services
- Facilitating contact between SB suppliers and respective procurement and technical/program personnel
- Advising and training project management personnel on the purposes of the small business subcontracting plan and fostering their support for it
- Attending SB training and monitoring program changes to ensure compliance at LANL
- Reviewing, revising, and amending applicable procedures and instructions
- Keeping records and measuring performance against established goals
- Verifying that subcontracts contain the flowdown clauses pertaining to SB concerns, when required, and maintaining the policies and procedures required by the prime contract
- Reviewing and approving small business subcontracting plans submitted by large businesses, where applicable
- Verifying that lower-tier large business subcontractors submit small business subcontracting plans (when applicable), and the required semi-annual and annual subcontracting reports; and verifying compliance
- Establishing and maintaining contacts and communication with parent organizations and networking with other SB program advocates within these organizations to support, implement, or enhance the LANL SB program
- Maintaining good working relationships with SBA representatives to obtain assistance and coordination in finding capable SBs
- Maintaining a close working relationship with NNSA to ensure that our project objectives and activities are consistent with NNSA programs
- Reporting monthly progress in achieving goals under this program to the Laboratory's Director

Appendix E — Page 4

The following additional functions will be performed to effectively implement this plan.

A. Outreach efforts to obtain sources:

- A full-time onsite small business program manager serves as a liaison among the SB community, internal acquisition personnel, and the client.
- We plan solicitations (including time for preparation and for development of SOW, quantities, specifications, and delivery schedules) to facilitate SB participation in subcontracting opportunities and solicitation, offer, and proposal activities.
- We establish and maintain contacts with SB trade associations and business development organizations.
- We attend SB, VOSB, SDVOSB, HUBZone SB, SDB, and WOSB business procurement conferences and trade fairs.
- We conduct external workshops, seminars, and training programs to ensure SBs are familiar with the requirements for doing business at LANL.
- We maintain an effective outreach program by sponsoring and attending regional procurement conferences, trade fairs, and other functions to locate additional qualified sources.
- We implement an ongoing "in-reach" program that provides SBs access and exposure to key project planners and managers.
- We request sources from the SBA Commercial Market Representative (CMR) and access the CCR Dynamic Small Business search database when needed.
- We utilize newspapers and magazine ads to encourage new sources.
- We develop a comprehensive SB source list (which includes past performance) that is easily accessible and useful to acquisition personnel.
- We select and qualify SB concerns to perform specific scopes of work.
- We structure the program to help develop the capabilities and quality of services provided by SB suppliers and subcontractors currently working at LANL.
- We use book references, catalogs, source lists, or other reference material to identify SB, VOSB, SDVOSB, HUBZone SB, SDB, and WOSB sources before the acquisitions are placed.

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IV. Subcontracting Plan Flowdown

LANS incorporates the flow down clause requirements of FAR 52.219-8, Utilization of Small Business Concerns and FAR 52.219-9, Small Business Subcontracting Plan as applicable into subcontracts that offer further subcontracting opportunities. This requires all subcontractors (except SB concerns) who receive subcontracts in excess of \$650,000 (\$1,500,000 for construction) to adopt a similar plan. The ASM division leader will be responsible for implementing and monitoring this aspect of the small business subcontracting plan.

Appendix E - Page 5

C. Record on each subcontract solicitation resulting in an award of more than \$150,000, are

furnished in each subcontract file that indicates:

- Whether SB concerns were solicited and, if not, why not
- Whether SDB concerns were solicited and, if not, why not
- Whether WOSB concerns were solicited and, if not, why not
- Whether HUBZone SB concerns were solicited and, if not, why not
- Whether VOSB concerns were solicited and, if not, why not
- Whether SDVOSB concerns were solicited and, if not, why not
- If applicable, the reason an award was not made to an SB concern

D. Records of any outreach efforts to contact trade associations, business development organizations, and conferences, and trade fairs to locate SB, SDB, WOMB', HUBZone SB, VOSB, and SDVOSB sources

E. Records of internal guidance and encouragement provided to acquisition personnel through workshops, seminars, training programs, and incentive awards, and records of performance monitoring to evaluate compliance with the program's requirements

F. On a contract-by-contract basis, records to support award data submitted, including the name, address, and business size of each subcontractor

Beginning in June 2006, we will implement a 7-year community commitment plan that will invest up in northern New Mexico from fee and parent organization resources. The plan, as will be evident through FY07, will build upon the 63-year investment by the DOE/NNSA and University of California (UC) in the northern New Mexico community, and is structured to provide the greatest benefit to the region in three critical areas—education, economic development, and charitable giving.

Regional Community Philosophy. A consistent, responsive relationship with our neighbors is mutually beneficial. Given the regional dominance of the Laboratory, a strong, vibrant regional economy is vital to long-term Laboratory operations and to the morale of LANL's workforce. Based on this philosophy, our community commitments are aligned to support the Laboratory's mission and strategic objectives, providing mutual benefit and sustainability to both the Laboratory and to the surrounding communities. We believe that local leaders and organizations know best the needs of the community and our community commitment plan reflects this approach.

Appendix H – Page 1

Regional Community Approach. The LANS Community Commitment Plan invests from fee and parent organization resources into northern New Mexico, the eight northern pueblos, and the State of New Mexico. LANS key personnel will be relationship owners, building a partnership with each constituency that will be a dynamic balance of listening and action. Working with the community and NNSA, we will establish formal metrics for performance, including annual surveys and formal feedback loops to verify alignment with community needs and priorities.

I.1 COMMUNITY COMMITMENT PLAN

To lay the groundwork for our 7-year Community Commitment Plan, the FY07 efforts will be

coordinated with allowable regional initiatives, the regional purchasing plan, and the technology commercialization plan to create an overall community investment strategy.

I.1.1 DIRECT COMMUNITY INVESTMENTS

Direct community investments are targeted to the critical areas of education, economic development, and community giving. We use existing local organizations as the conduit for our

Appendix H — Page 2

1.1.1.2 Economic Development

Through FY07, we will begin implementation of a program for economic development in northern New Mexico. The commitment will include resources for economic development support, enterprise development, and other infrastructure enhancement that will stimulate entrepreneurialism, business creation, and economic growth in the community. Based on past experience in job creation in the region, investments have been structured to address the unique challenges of economic development in northern New Mexico.

This includes the following discretionary and program investments:

- ‡ Economic Development. This investment will build upon LANL's current relationship with the Regional Development Corporation, e.g., providing grant writing assistance and major subcontractor consortium support.

- ‡ Enterprise Development. LANS commits to creating an enterprise development system in northern New Mexico. This system will assist communities seeking to grow their economies from within. LANS will help establish this place-based program that works in concert with existing economic development efforts to assist entrepreneurs. Efforts will also be made to align these efforts with LANL's technology transfer initiatives and scientific expertise.

- ‡ Northern New Mexico Connect (NNM Connect). LANS commits to foster NNM Connect. NNM Connect is based on the successful UC San Diego Connect (UCSD) program for economic diversification and is widely recognized as the most successful program of its kind to link entrepreneurs to investment funds and to provide startup support. This program will help address the lack of seasoned entrepreneurial business talent in northern New Mexico.

- ‡ Technology Maturation. This investment will provide incremental funding for prototype and simple feasibility testing for new applications that will lead to licensing opportunities for new technologies.

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Project Management Services. Building on the existing volunteer spirit of LANL employees, we anticipate that LANS employees will volunteer time after work hours and on weekends to support community projects, such as school construction, community centers, and research parks. Services would include project management, construction management, project controls, scheduling, and inspection services. Data has shown that these professional services save the community 40% of overall project costs that can be reinvested into more project space or as a savings to a community.

Small Business Assistance Program with State Gross Receipt Tax (GRT) Credit. New Mexico

Law provides for a \$1.8M tax credit (per year) to laboratories for providing technical services assistance to small business, LANS commits to participate in this program.

Appendix H – Page 4

1.2 BENEFITING THE COMMUNITY – INTEGRATION OF COMMUNITY INITIATIVES

The Community Commitment Plan activities through FY07 are structured to work in conjunction with allowable regional initiatives to support an overall community investment strategy, including a regional purchasing program and technology commercialization.

- | Partnering With and Understanding our Tribal Communities

- | Education Outreach

- | Strengthening and Providing Leadership in Support of Small Business and Subcontractor Councils

LANS has crafted this integrated Community Commitment Plan based on our parent organizations' solid track record of partnering and contributing to the communities in which we work.

Educational Outreach

The Contractor's Diversity Plan should describe the means by which the Contractor's policies or plans provide Contractor employees an opportunity to improve their employment skills and opportunities. Examples of these programs could include: educational assistance allowance, provision for outside training programs either during or outside regular work hours, and executive training programs for non-executive employees; and, how the Contractor plans to participate in any program supporting Historically Black Colleges and Universities, Hispanic Serving Institutions, and Native American Institutions. The Contractor's Diversity Plan should describe the Contractor's strategies to foster relationships with regional educational institutions and with other institutions of higher learning to increase their participation in federally sponsored programs through subcontracting opportunities, research and development partnerships, and mentor-protégé relationships. The Contractor's Diversity Plan should also identify actual or planned cooperative programs, which encourage under represented students to pursue science, engineering, and technology careers.

Community Involvement and Outreach

This Contract includes a clause entitled "Community Commitment" that deals with (1) recognizing the diverse interests of the region and its stakeholders, (2) engaging regional stakeholders in issues and concerns of mutual interest, and (3) recognizing that giving back to the community is a worthwhile business practice. The Contractor's Diversity Plan should describe